

Message Text

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TO AMEMBASSY VIENNA IMMEDIATE

UNCLAS STATE 028450

VIENNA FOR UNIDO

E.O. 11652: N/A

TAGS: UNIDO

SUBJECT: U.S. EXPERTS TO PARTICIPATE IN WORKING GROUP
ON CONTRACTS AND INSURANCE FOR FERTILIZER PLANTS

REF: (A) VIENNA 00177; (B) VIENNA 00453

1. WE REGRET NOT BEING ABLE TO REPLY SOONER TO REFTELS
BUT HAVE JUST RECEIVED TWO NAMES FROM MARSH MC LENNAN'S
WASHINGTON OFFICE. THESE GENTLEMEN WILL EXPECT INVITA-
TIONS FROM UNIDO ASAP. THEY ARE: MR. RUDY SAHLKE, CHIEF
OF ENGINEERING, MARSH MC LENNAN INTERNATIONAL, BRUSSELS,
BELGIUM AND MR. BRIAN BOLTON, MARSH MC LENNAN D'ITALIA,
ROME, ITALY.

2. WHILE BOTH EXIM AND OPIC HAVE BEEN CONTACTED NEITHER
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EXPRESSED ANY INTEREST IN ATTENDING THIS MEETING. THIS
IS NOT THE TYPE OF INSURANCE IN WHICH EITHER IS INVOLVED.

3. FOR WHAT IT IS WORTH PULLMAN-KELLOGG, IN REPLY TO
OUR REQUEST FOR AN EXPERT, NOTED THE FOLLOWING:

QUOTE

- IN PRACTICE, INSURANCE OF A FERTILISER PLANT WOULD
- PROBABLY BE HANDLED BY 20 TO 30 COMPANIES WITH THE
- LEAD COMPANY TAKING ABOUT 20 PERCENT SHARE OF THE
- ACTION. ON A WORLDWIDE BASIS IT IS IMPORTANT TO
- REMEMBER THAT LEGISLATION IN MANY COUNTRIES
- DICTATES THAT THE INSURANCE IS PROVIDED WITHIN
- THAT COUNTRY. THIS IS CERTAINLY THE CASE IN THE
- MIDDLE EAST, INDIAN SUB-CONTINENT AND FAR EAST.

- UNQUOTE.

4. THEY WENT ON TO GIVE US THE NAMES OF A FEW OF THE LEADING INSURANCE COMPANIES WHO COVER BOTH CONSTRUCTION ALL RISK (CAR) AND OPERATING INSURANCE FOR FERTILIZER PLANTS ON A WORLDWIDE BASIS. THESE ARE AS FOLLOWS: AMERICAN FOREIGN INSURANCE ASSOCIATION (AFIA) - WAYNE, NEW JERSEY (HAROLD CHRISTENSEN, PRESIDENT); CONTINENTAL INSURANCE; CRUM AND FOSTER; THE HOME; INA; AMERICAN INTERNATIONAL UNDERWRITERS AND GENERAL ACCIDENT.

5. WE HAVE NOT HAD TIME TO CONTACT ANY OF THESE COMPANIES BUT IN LIGHT OF MARSH MC LENNAN'S RESPONSE WE NOW DO NOT FEEL IT NECESSARY. VANCE

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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